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Extension Service Review



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4-H CLUB MEMBERS LEARN TO MEET MARKET REQUIREMENTS

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UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D. C.

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In This Issue

“THE desire for good roads, electric power, leisure and recreation, and a more artistic home on the part of the farmer has often developed his ability to pay for these things,” says K. L. Hatch of Wisconsin in discussing forces that make farm life attractive. “And,” adds Director Hatch, “it is the primary job of the extension service to help the farmer increase his earning power and enable him to get the things he so much wants.”



OVER 160,000 cotton farmers are now selling their crop through the American Cotton Cooperative Association direct to manufacturers of cotton goods. Around 400 of the largest manufacturers of the United States are obtaining from the association uniform and dependable supplies of raw cotton in any quantity or quality desired. These are some of the facts that C. O. Moser gives us in his review of 18 months of cooperative marketing under the leadership of the American Cotton Cooperative Association.

THE home garden and what it produced this year is very much in the center of the extension stage. W. G. Amstein of Arkansas and A. B. McKay of Mississippi, extension horticulturists, give a graphic picture of how thousands of gardens were started last spring and have been the means of supplying the table in the farm homes in their States with wholesome home-grown food. Their story gives full credit to the zeal and energy that home-demonstration agents have devoted to the growing of gardens and the canning and preserving of vegetables and fruits in the effort to have farm families provide themselves

with ample food supplies for the coming winter months. —

EXTENSION agents are paid a high tribute by J. R. Mohler, chief of the department's Bureau of Animal Industry, for the cooperation they have given veterinary inspectors of the bureau in campaigns for disease eradication and the improvement of sanitary conditions as he discusses the work of his bureau and its relation to extension work.

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On the Calendar

THE Association of Land-Grant Colleges and Universities, Chicago, Ill., November 16-18.

National 4-H Club Congress during International Livestock Exposition, Chicago, Ill., November 27-December 4.

Hawaiian Annual Extension Conference, University of Hawaii, Honolulu, second week in December.

National Land-Utilization Conference called by the Secretary of Agriculture and the Association of Land-Grant Colleges and Universities, November 19-21, Chicago, Ill.

The date of the radio program for November will vary from the usual procedure of having these broadcasts “always on the fourth Saturday of each month.” The change has been brought about by the meeting of the Association of Land-Grant Colleges and Universities in Chicago on November 16, 17, and 18. The next broadcast will be on Monday, November 16, and will come direct from the meeting of the association.



IDAHO'S “Eat More Lamb” campaign suggests that our home-demonstration forces are well on their way in taking the leading rôle in popularizing and obtaining greater consumption of the native farm products of a State.

As a result of this campaign more lambs and more of each lamb are being used on Idaho tables. It is the “live-at-home” idea for the individual farm applied to the people and the products of a State. It is an idea that intrigues you with its possibilities.

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The Bureau of Animal Industry

JOHN R. MOHLER

Chief, Bureau of Animal Industry, United States Department of Agriculture

FARMERS and stockmen are alert in discerning conditions that hamper livestock production. In fact, they have been the discoverers of many conditions that have kept the Bureau of Animal Industry busy since its establishment 47 years ago. The early work of this bureau was largely that of studying and eliminating diseases and other conditions adversely affecting the livestock industry. In time, other duties were assigned to the bureau by Congress, until now the work involves investigational, supervisory, regulatory, and administrative

cating this disease from livestock, thereby also protecting human health. Other research work has dealt with the germicidal power of disinfectants; the development of practical field tests for determining the proper strength of dipping and spraying solutions; and the development and improvement of equipment used for sterilizing certain imported commodities such as hay, straw,

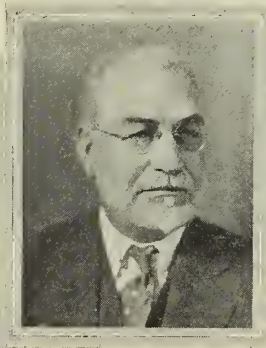
ment of an ample supply of livestock to meet public and private needs.

In addition to the duties mentioned, which involve the livestock industry of the entire country, the Bureau of Animal Industry is engaged in many experimental projects dealing with specialized problems. This work, much of which is conducted cooperatively with other bureaus of the department and with State institutions, deals largely with breeding, feeding, and management of certain classes of livestock and with their products.

Although the bureau's investigators are spec-



H. L. Shrader



E. M. Nighbert



John R. Mohler
Chief, Bureau of Animal
Industry



K. F. Warner



C. D. Lowe

functions. Obviously it is desirable for extension workers to be familiar with these governmental activities and with the bureau's general methods of conducting them.

Important Research Findings

In order for field work to be successful, well-established facts and sound methods must be the basis for procedure. Typical examples which have a bearing on current field work are: (1) Ascertaining the life history of the cattle-fever tick and developing methods for its eradication; (2) preventive measures in dealing with hog cholera, including immunization by the serum treatment; (3) research in the control of parasites, resulting in the swine-sanitation system of controlling roundworm infestation and associated hog-lot diseases; and (4) studies of tuberculosis, resulting in a systematic campaign of eradi-

bagging and packing material likely to introduce foreign livestock diseases into the United States.

Another important field of research is the study of veterinary biological products now made in large quantities under Federal supervision and widely used in the practice of veterinary medicine. Important experimental work, also, preceded and has accompanied the administration of the Federal meat inspection which is one of the major activities of the Bureau of Animal Industry.

Under the bureau's various regulatory activities, interstate traffic in animals and their entrance from abroad are closely supervised and may be prohibited when necessary. The various States have provided similar safeguards which supplement the Federal laws. The farmers and stockmen may feel reasonably secure in the maintenance and improve-

ment of an ample supply of livestock to meet public and private needs. In addition to the duties mentioned, which involve the livestock industry of the entire country, the Bureau of Animal Industry is engaged in many experimental projects dealing with specialized problems. This work, much of which is conducted cooperatively with other bureaus of the department and with State institutions, deals largely with breeding, feeding, and management of certain classes of livestock and with their products. Although the bureau's investigators are spec-

ialists in their respective fields, they also must have an ample background of practical experience and must be familiar with the principal social and economic developments of American agriculture. Knowledge of this sort has an important bearing on many current projects. It is well known, for instance, that the migratory instinct of our farming population no longer finds an outlet in free land. Our frontiers have vanished; homestead land and grazing land are now largely settled. The varied topography, climate, and soil of our country are no longer barriers to parasitic and other diseases of animals. The infections have crossed the barriers and accommodated themselves to new environments. Moreover, the use of the same pastures and feed lots for a number of years by the same classes of animals have tended to increase the number of parasites. Thus, these pests threaten to

become veritable armies of occupation that live on the blood and tissues of animals and the labor of their owners. The bureau's investigators must keep facts like these in mind when developing scientific strategy for turning back this menace.

The Bureau of Animal Industry also studies the types of animals that produce the kind and quality of products the consuming public demands. In response to consumer preference pork supplies are now derived largely from pigs less than 8 months old. Beef commonly comes from cattle less than 2 years old. We have broiler chickens at 60 days of age and lamb every week in the year.

Fortunately the United States Department of Agriculture and cooperating institutions are so organized that the fact findings of this bureau can be carried quickly and efficiently to livestock producers, business men, and others concerned with the livestock industry. The Extension Service is the principal channel by which information is distributed in a manner giving measureable results. The

effectiveness of extension work, as recorded in annual reports of the Extension Service and in special studies, has been highly interesting to administrative and technical workers of the Bureau of Animal Industry. In order to maintain close contact with extension officials in the department and in all States the bureau has selected several experienced subject-matter specialists who likewise have had extension experience. These specialists are: C. D. Lowe, extension animal husbandman; H. L. Shrader, extension poultry husbandman; E. M. Nighbert, extension veterinarian in parasite control; and K. F. Warner, extension meat specialist.

The bureau seeks to aid these and other extension workers by supplying publications, posters, exhibits, motion

pictures, and related material suitable for distribution. In addition to the familiar Extension Service Handbook, a special publication containing recommendations of the Bureau of Animal Industry on problems of livestock production likewise is available to extension workers. The four specialists named enjoy the confidence and support of the bureau's administrative and technical staff and are given all possible support in the formulation of extension projects.

welfare is a function properly included among the duties of a trained veterinarian. Similarly, there has been general recognition that the extensive program of tuberculosis eradication is founded on a professional knowledge of the disease and veterinary skill in applying the tuberculin test. The Bureau of Animal Industry has inspectors in charge of its veterinary activities in the various States.

These inspectors pay generous tribute to the valuable services that State

and county extension workers have rendered, especially along educational lines, in aiding disease control and eradication efforts. In numerous instances county agents have planned and organized tuberculin-testing campaigns so thoroughly that the work of the veterinarians has been greatly expedited.

Much of the public sentiment in favor of official veterinary work has been created and maintained by foresighted and energetic extension workers. The question of sanitation is also one which county agents have supported effectively. It has a particular

bearing on the

control of infectious abortion, in the maintenance of tuberculosis-free herds and areas, in the prevention of swine and sheep parasites and diseases, and in poultry raising. The emphasis placed by extension workers on the value of sanitation in hog lots and poultry yards has already brought about noteworthy improvement. According to the department's recent pig survey, the number of young pigs saved is slightly on the increase, and the year 1931 is the first in many years that the number saved per litter has exceeded six.

In the case of poultry, a survey conducted in Connecticut several years ago showed a mortality of 25 per cent in young chicks. The cooperators in the so-called grow-healthy-chicks plan have re-

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A Well-Planned County Extension Office



WE often wonder what the offices of other extension workers look like. Coe Pritchett, county agricultural agent in Buchanan County, Mo., recently photographed several views of the local extension office. Let us see how he and Miss Elsie I. Jarrell, the home demonstration agent, arranged things. The views are: (1) County agricultural agent at desk with office caller, (2) reading table for office callers, (3) office secretary at her desk, (4) home demonstration agent at desk with caller, (5) main entrance with bulletin racks on each side. Mr. Pritchett's bulletin rack is on the left and Miss Jarrell's on the right.

These men participate in conferences and consultations with other specialists and are familiar with the current progress of experimental and research work.

With respect to its field veterinary activities, the Bureau of Animal Industry is often asked how extension workers can best cooperate and to what extent. This message appears to be an excellent opportunity to discuss that topic. The professional nature of disease control, particularly those branches involving diagnosis and treatment of animal maladies, obviously require for best results the training which a systematic veterinary course provides. It naturally follows that the immunization of swine, for instance, with attendant responsibilities for their health and general

Home Gardens Flourish in the South

THE home garden as a source of a good living for the farm family has been emphasized in the Southern States during the past year, especially in those States where the 1930 drought wiped out much of the food supply and also most of the cash income. The truly remarkable results of this work in two States are given below.

Gardens to feed Arkansas folks have been a reality this year, many agencies cooperating to secure this end. Last summer the Arkansas Extension Service, through the county agricultural and home demonstration agents, emphasized the growing of fall gardens. Following this, a year-round garden program was co-operated in by the American Red Cross, Farmers' Seed Loan office, bankers, business men, vocational agricultural workers, and all farm people. There are about 242,000 farms in Arkansas, according to the 1930 census. Based on visits to 60 counties it appears that practically all the farms with both white and colored operators have gardens.

Figures gathered from the county home demonstration agents by W. G. Amstein, extension horticulturist, show that these agents have had contact with 100,000 gardens this year. Of this total, 2,500 have been demonstration gardens and 4,500 will have records kept on them.

The 4-H club garden for boys and girls has been one of the projects most widely carried this year. More than 5,600 boys and girls have enrolled in this particular work and it is expected that 25,000 or more are taking an active part in the care of the family garden.

In the Delta areas the plantation owners have responded remarkably to the suggestions offered regarding the possible types of plantation gardens. It is reported that approximately 4,260 gardens on plantations have been under the direction of the county and negro home demonstration agents.

The American Red Cross garden packages aided more than 50,000 families to start their gardens and the carefully adapted varieties have further aided the garden program.

One farmer in Scott County, the first to pay his seed loan of \$90, reports that he did so from the proceeds of a 2-acre plot of Irish potatoes. Besides paying the note, he had potatoes enough to last the family a year and \$15.

and certainly the fall crops will conserve the canned reserve supply until such time in the winter that the demands cannot be met from fresh supplies out of the fall garden.

Last fall and winter the fall gardens provided turnips and collards particularly. In addition, many found that nearly all of the early spring vegetables would prove fully as satisfactory when selected and grown in the fall garden.

Mississippi has more than twice as

many gardens this year than ever before because of the intensive efforts of extension workers. While records show that for several years past there has been a steady increase in the number of home gardens cultivated in Mississippi, existing conditions at the beginning of this year demanded that special attention be given to the home-garden project, even at the expense of slowing up temporarily on other horticultural projects.

To encourage the planting of home gardens, a demonstration garden was established in each organized community of the county, with a competent garden leader in charge to

work with the home demonstration agents in creating deeper interest in growing gardens. These gardens served as a guide to what and when to plant, how to cultivate and otherwise operate a model garden. Monthly garden meetings were held in most communities. Home demonstration agents and garden leaders from several counties held 1-day meetings once each month at central places to consider garden problems. This meeting together stimulated a healthy competition in the conduct of the project, and contacts made with fellow workers from other counties strengthened each agent and garden leader for better service in their respective counties and communities.

The subject-matter specialist, A. B. McKay, cooperated with the home demonstration agents in supplying them with necessary material and responding to calls for special aid.



Mary Alice Larche, former home demonstration agent in Tallahatchie County, Miss., instructing her garden leaders in details of garden work. (Inset) Helen Hunter, home demonstration agent in Panola County, Miss., instructing a family about growing vegetables.

One of the most outstanding examples with the gardens has been the wide variety of staple goods that has been grown. Pellagra will have hard work gaining a foothold where these garden supplies have been prepared. It is believed that on an average 17 vegetables have been grown per garden. How important this one feature is, and too often it is not recognized. It helps to provide an adequate diet. Most families made a good selection of vegetables that kept them well supplied with fresh foods and provided material for canning in amounts that can best be measured in terms of carloads. One of the largest Irish potato crops ever grown for local use was produced this season. To further the food supply many are planting fall crops of Irish potatoes and sweetpotatoes.

The fall gardens are as numerous as the spring gardens, the variety nearly as great,

The Bureau of Animal Industry

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duced this loss to 7 percent. Similar results are being obtained in many other States.

Thus, extension work is supplementing in a most valuable and constructive manner the fields of animal and poultry husbandry and veterinary science. And by

diffusing new knowledge among the people by well-coordinated effort the extension system is greatly hastening the adoption and use of improved practices.

Idaho Products for Idahoans

MARION HEPWORTH

State Home Demonstration Leader, Idaho Extension Service

A PROGRAM has been conducted in Idaho which took into consideration the possibilities of utilizing lamb more fully as a food and having more people know the importance of using the whole carcass. Demonstrations known as Lamb is always in season and use the forehalf, were started by the Idaho State Wool Growers Association, the Women Wool Growers of Idaho Falls, the animal husbandry department of the University of Idaho, the State extension animal husbandman, and the State home demonstration leader to bring about a more complete utilization of lamb and to emphasize the fact that lamb is available the year round.

Cutting and Cooking

The first demonstration was given at the annual meeting of the Wool Growers Association in Idaho Falls. This demonstration consisted of the cutting of the whole carcass of lamb by a local meat cutter and calling particular attention to such cuts as the rolled shoulder, rolled breast, and Saratoga chops. The State home demonstration leader cooked these cuts and also showed suitable garnishes and accompanying vegetables to serve with each cut, all of which were Idaho products. Lamb was made the center of interest but this interest was further stimulated by calling attention to the fact that lamb is particularly suited to serve with many Idaho vegetables. Rolled breast of lamb was garnished with glazed apricots, parsley, whole cooked onions, and string beans; the rolled shoulder of lamb with cinnamon apples, curled celery, browned potatoes, and watercress; Saratoga chops with spiced pears, peas, and parsley; baked neck slices, garnished with vegetable relish, buttered carrots, parsley, and glazed prunes, and the crown roast of lamb garnished with whole cooked onions, cinnamon apples, cauliflower, and endive. These menus were used in the demonstration, all Idaho products, but with lamb the feature of the meal.

From this first demonstration the program has traveled a long way. Immediately requests came from different parts of the State for the same demonstration, and it occurred to those working closely with the State home demonstration leader that there were other possibilities in advertising the value of lamb as a food, and new features were added. The same type of demonstration has been given before various types and groups,

such as the Catholic Women's League, federated groups, parent-teacher associations, relief societies of the Latter Day Saint Church, local leaders' meetings, feeder's day programs, wool-pool meetings, economic meetings, and groups of women meeting especially for the demonstration.

Out of the small start made in Idaho Falls, 15,733 women have attended the demonstrations showing the preparation of the various cuts of lamb, featured with various Idaho products, and it is safe to say that of this number there are 12,000 women who are utilizing lamb more completely and keeping before the public the fact that lamb is always in season and that the whole carcass must be used if the price is to be within the reach of the average household.

New possibilities developed out of the original demonstration, one of which was to call to the attention of hotels and restaurants the possibility of increasing the demand for some of the less-used cuts of lamb by featuring lamb on their menus. The response was hearty. Leading hotels and the best restaurants in the State featured on their menus rolled shoulder of lamb and Saratoga chops.

Using the Whole Lamb

Local market men cooperated in showing the possibilities of using the whole carcass and the disadvantage of using only leg of lamb and lamb chops. The secretary of the State Wool Growers Association, M. C. Claar, assisted when it was impossible for the local market men to help with the cutting of the lamb. Wool growers' wives and county agricultural agents made arrangements for the demonstrations and the animal husbandry department, extension animal husbandman, and the Wool Growers Association suggested places for the demonstrations.

The Business and Professional Women's Club of Idaho cooperated in this "eat more lamb" campaign, by requesting their members to order lamb when they ate at restaurants. At their annual meeting held in June at Caldwell, Idaho, lamb was featured as a food and was dramatized. At the luncheon program, D. Sid Smith, president of the Idaho Wool Growers Association, gave a few facts concerning the history and the economic importance of the industry to the State. Lamb was featured in the meal, and Mrs. Emma Yearin, one of the sheep growers of the State, was crowned queen of the wool growers. The crown was a crown roast of lamb. It would have

been difficult for any of the business and professional women who attended this meeting not to be impressed with the importance of lamb as a food and with the realization that the sheep industry means something to the State of Idaho and to the Northwest.

Window Displays

Another phase of advertising was one in which the Women Wool Growers of Idaho Falls assisted again when various markets made window displays of the whole carcass of lamb, with rolled shoulder, rolled breast, neck slices, and Saratoga chops. Rolled shoulder of lamb was prepared for each market by the State home demonstration leader and district home demonstration agent and was placed in the window with the ready-to-cook cuts. Interesting results were the sale of 21 lambs at one market that day, 18 rolled shoulders at another market, and a general increase in the interest and utilization of lamb.

Out of the program attempting to interest Idahoans to use Idaho products and to feature lamb more definitely as a food has grown a program which it is hoped will emphasize the importance of lamb as a food in eastern markets as well as in Idaho.

The importance of reaching new communities of Idaho led to the inclusion in the vacation camp programs, which are a feature in the home demonstration program, the subject, "Eastern markets and Idaho products" with lamb as the product. This talk was given by O. A. Fitzgerald, director of publicity at the University of Idaho. Following Mr. Fitzgerald's talk a demonstration showing the preparation of the fore-half cuts of lamb prepared for various types of meals, was given by the State home demonstration leader. Included in this demonstration were tomato stuffed with lamb salad, moulded lamb loaf, and lamb mousse, all being suited to summer occasions and emphasizing the value of lamb as a suitable meat for different meals. It also gave the women an opportunity to understand the importance of helping to interest eastern markets with the quality of Idaho lamb. It was a psychological move to feature lamb at these camps as more than 6,000 women representing different parts of Idaho attended, and more effective results probably were obtained in having lamb utilized more definitely in all parts of the State than could have been expected from any other type of program.

Cooperative Cotton Marketing

C. O. MOSER

Vice President, American Cotton Cooperative Association

EIGHTEEN months of cotton cooperative marketing by the American Cotton Cooperative Association have brought the American cotton farmers and the cotton textile manufacturers of the world nearer together and closer to their respective ultimate goals than ever before; that is, the doing of business together in an orderly and mutually satisfactory way.

The age-old ambition of farmers to sell their products directly to the consumer without unnecessary lost motion, waste, or excessive cost is being fully realized by more than 160,000 cotton farmers, representing important cotton-producing states from California to North Carolina. Deliveries of cotton to the State and regional associations have exceeded 2,000,000 bales this past season. Similarly, the satisfaction of obtaining uniform and dependable supplies of raw material when wanted and in any quantity or quality desired has been the experience of approximately 400 of the largest and most progressive cotton manufacturers of the United States.

In a similar way, foreign outlets have been extended to all important cotton-consuming centers of Europe and Asia. Wherever cotton is consumed throughout the world, the American Cotton Cooperative Association is there representing the cotton growers of this country. Furthermore, the association is well and favorably known for its financial responsibility and business integrity.

Likewise, amazing progress has been made in the other activities of cooperative cotton marketing. But let's look into the machinery of the organization. Conducting its affairs over an area of nearly 1,000 miles north and south and 3,000 miles east and west and doing business for farmers with every variation of financial conditions and relation to his creditors, appropriate flexibility and adaptability to meet the needs of the people must be considered, and at the same time adequate safeguards to protect the interests of the buyers. So in setting up machinery for operating the cotton cooperatives the mutual advantage of both producer and consumer have been worked out. That is, the grower is to receive the highest market value in the best world markets according to the quality produced, and the consumer has the satisfaction of trading with a concern where his interests are amply pro-

tected, where he may reliably depend upon obtaining needed supplies of raw material, and where he may feel that in buying directly from the growers he is assisting in eliminating waste and confusion in distribution and encouraging improvement in quality of production.

In carrying out the aims and purposes of cooperative cotton marketing it was found necessary to set up State or regional associations to handle certain phases of the business, while others

Keeping records of members' accounts. Making advance to and settlements with members.

Publication of house organ.

Working out and maintaining good will and support of bankers, business men, and public.

Operation of subsidiary corporations, such as production credit, warehousing and processing facilities, cooperative buying or other service activities.

NATIONAL ACTIVITIES

Financing, transporting, warehousing, insuring, grading, hedging, merchandising, business analysis.

Stated in another way, the cotton cooperatives adopted the sound organization principle of centralizing the business functions in the American Cotton Cooperative Association and decentralizing the membership relations in State associations. The result has been the safer and more businesslike operation of the marketing aspects of the business from the standpoint of the members and all who do business with them, while leaving to the State associations the organizational policies of service to the members. To safeguard the combined interests of the State associations in every respect and to tie the movement closely together, the national organization is owned by the State associations and controlled by them through composing its board of directors. Hence there is in reality only one organization, divided for reasons of efficiency and good business conduct into State and National units, each doing its phase of the work according to their own agreement and the approval of the Farm Board, and in accordance with efficiency and economy of operation.

Under this set-up men skilled and highly successful in business have been obtained to manage the technical angles of the business. So organized and conducted, it has earned the confidence of the business men and bankers of the South and the cooperation of the cotton growers. The result has been an increased volume of business handled by the associations of approximately 100 per cent and the establishment of the undertaking on a basis of sound business and permanent service to both the cotton growers and all necessary factors in the cotton industry.



E. F. Creekmore, vice president and general manager of the American Cotton Cooperative Association

would be handled by the national association. Nine years of actual experience in marketing cotton cooperatively had pointed the way as to how to handle the business. But through difficulty in bringing about volunteer coordination of the 13 State organizations centralized control of marketing functions could not be obtained. With the advent of the Federal Farm Board and the inducements and influence it could offer, little difficulty was experienced in centralizing all important marketing operations in the national organization.

By agreement among all concerned the division of labors and responsibilities in the handling of cotton was as follows:

STATE OR REGIONAL ACTIVITIES

- Contracts with members.
- Information to and correspondence with members.
- Assembling product.

The County Agent in the Saddle

GRANT County, Oreg., is in the heart of the eastern Oregon range country. Practically the entire agricultural income of the county is from the sale of sheep and cattle from the grass ranges which surround the high valleys of the county. In these valleys hay is produced for winter feeding, and there the headquarter ranches are located. Although a few small ranches are devoted to raising feed for sale, practically every rancher is a range operator, and many of them on a very extensive scale.

Establishment of county agent work in 1925 by an interested county court was a source of considerable wonderment and no slight amount of amusement on the part of the livestock operators. Knowing that the developments the first week might make or break the usefulness of the proposed county extension agent, unusual care was exercised in selecting a man to fit the job. Fortunately, a cow-puncher with a degree from an agricultural college was available. D. E. Richards, now livestock specialist for the Montana Extension Service, was available on a ranch in Oregon. He was reared on the range in Montana, had studied animal husbandry at Oregon State College, serving for a time on the instructional staff, and was a skilled horseman. On his first week in the county he was several times invited to ride out to "look at the stock," and it is no exaggeration to state that some of the riding was difficult riding. He also had some opportunity to swing a rope and compete in various technical matters with some of the good cowmen of the region.

Passing these tests, he won a hearing for his story, yet it was not on work with cattle, but on sheep, that he made his real start. In the range country usually there were no veterinarians. Lambs had been dying in altogether disproportionate numbers for two or three years in Grant County. Navel ill was the diagnosis. By providing clean lambing quarters and giving iodine treatment—the preventive and remedy—the sheepmen in two years had the county practically cleared of this trouble.

Losses from blackleg were heavy; vaccination was practiced only here and



(Top) Grant County ranchers ready to scatter squirrel poison. (Left) A new ditch draining bottom land. (Center) R. G. Johnson, Jr., county agricultural agent. (Right) A forage-plant nursery

there. Forty vaccination demonstrations were held; supplies were obtained from the dealers by the county livestock association, and 14,000 to 20,000 doses distributed each year for 4 years. Some of these first vaccination demonstrations were a page out of histories of the old West. In one extensive area of the county there were no chutes. The stockman and his crew roped the calves on the open range for branding and vaccination. To-day 95 per cent of the ranchers vaccinate once, and many twice. Now the county agent only demonstrates the use of vaccine guns to groups who are not sure of themselves in its use, or are having trouble with their guns, and to a few who are just beginning to use the vaccine.

The ground squirrel, *Citellus Oregonus*, was overrunning the range areas, destroying untold quantities of grass. With the assistance of a representative of the Biological Survey, 10 tons of grain were used for preparing squirrel poison.

That year the county agent was dubbed the "squirrel poisoner," and he had plenty of squirrels to work on. He picked two specific sections—Bear Valley and Fox Valley—and laid special stress on them. These lands were teeming with squirrels and pastures were being utterly destroyed. Crews were organized, meetings of ranchers held, and poisoned oats scattered. The squirrels began to retreat. In meeting the crews

local problems came up and there were chances to make plans while carrying on the squirrel campaign.

After stockmen voluntarily spread poison on their privately owned areas, Forest Service officials cooperated with the Biological Survey which made special allotments of poison for use on the Government lands, and crews of 20 or more cow-punchers spread poison from horseback over 7,000 to 100,000 acres annually for six years. At the end of four years the ranges were comparatively free of rodents.

In the meantime a change in county agents occurred. Fortunately another cowboy with training fitting him to do county agent work was available. R. G. Johnson, Jr., was raised on the cattle ranges of California. From his early days his most familiar seat was the saddle. He went into Grant County, underwent much of the same good-natured hazing as his predecessor, could stand the tests, and so took up established projects under favorable auspices.

He broadened the program. In every range cattle country feed is a limiting factor. Ample supplies of hay produced cheaply and good ranges are fundamental to any marked success. In Grant County as in other western range areas the pastures were depleted by overgrazing and hay supplies were not always large enough. To make more feed per acre County Agent Johnson did three things: He established the practice of using effective fertilizer for alfalfa, doubling the yield at one end of the John Day Valley which runs east and west through the county. He aided in ditching some thousands of acres of bottom land that had become water-logged, with the result that these areas are again producing good hay crops.

In the outlying valleys 10 grass and legume nurseries carrying from 5 to 20 strains and varieties have pointed the way to adapted forage plants. Crested wheat grass, for instance, was found to produce luxuriant and nutritious forage on marginal lands once plowed for grain production but later abandoned with complete loss of the original pasture grasses.

The Maryland Tobacco Growers' Cooperative Association

ECONOMIC conditions following the World War are given credit for many changes, and the situation in which Maryland tobacco growers found themselves at that time is without question the dominant factor that led them to concerted action. Prior to the war the French Government bought practically all the Maryland tobacco crop at an average price of approximately 7 cents a pound. Then came the war, and the changed conditions brought Maryland tobacco to the attention of domestic manufacturers of cigarettes. They began to buy freely, and took about 60 per cent of the crop at prices which averaged 22 cents a pound from 1916 to 1918.

Shortly after the close of the war persistent rumors came to the growers from the tobacco market that the high prices they were then receiving were soon to be dropped to pre-war levels, and they decided to do something about it. What they did and how they did it is the story of the Maryland Tobacco Growers' Association.

Tobacco farmers, themselves, initiated the movement to maintain a good market for their product, and, as a first step, a meeting of growers and leading business men was called in Charles County during the summer of 1919. A skeleton organization was formed, contracts were drawn up, and meetings were held in every community for the purpose of signing members. A house-to-house canvass was also made, and as a result of the campaign for members records indicate that 80 per cent of the tobacco producers signed membership contracts. And now after 12 years, the association still includes 75 per cent of the growers with a total membership of 5,362 and last year did a business of \$4,377,901.84.

The Maryland Tobacco Growers' Association is purely cooperative. It is a

farmer-owned and farmer-controlled, nonstock corporation. Its members have only one vote regardless of the quantity of tobacco they produce and market. The membership contact is continuous and provides that as long as a member produces tobacco he will market it through the association. The member, however, has a right to cancel his contract by giving six months' notice to the association of his desire to do so. Thus far, the organization has never attempted

bacco Warehouse for official sampling, which is guaranteed to represent the tobacco in the hogshead. These samples are then delivered to the proper sales agency. The guarantee is secured by a reclamation fee, which is paid by the State. For this service the State makes a flat charge of \$3 a hogshead, which covers all expenses except insurance. The sales agencies place the samples on the floor for sale to the highest secret bidders. Thus the hogsheads of tobacco

are delivered to the manufacturer in the original cask packed by the farmer, which is an unusual custom in the tobacco trade, as most tobaccos are processed in some form between grower and manufacturer.

Advances are generally made to members after the crop is harvested, and an applicant is required to file a statement of assets, including his tobacco crop. This statement is considered, together with an applicant's moral responsibility to pay his debts, in deciding the amount of the advance. It is seldom that more than 50 per cent of the value of the crop is advanced.

The organization grades the tobacco

of its members very carefully and endeavors to get the highest price per grade. It always reserves the right to reject any and all bids. The grower has the right to file a written request demanding that his tobacco be held for a certain price, but generally the sale is left to the discretion of the salesman. It is the general policy to sell each year's crop when it comes to market, as one attempt to carry one year's crop over to the next season proved disastrous to the association and, in the opinion of the manager, has probably been the greatest factor in hampering its more rapid growth.

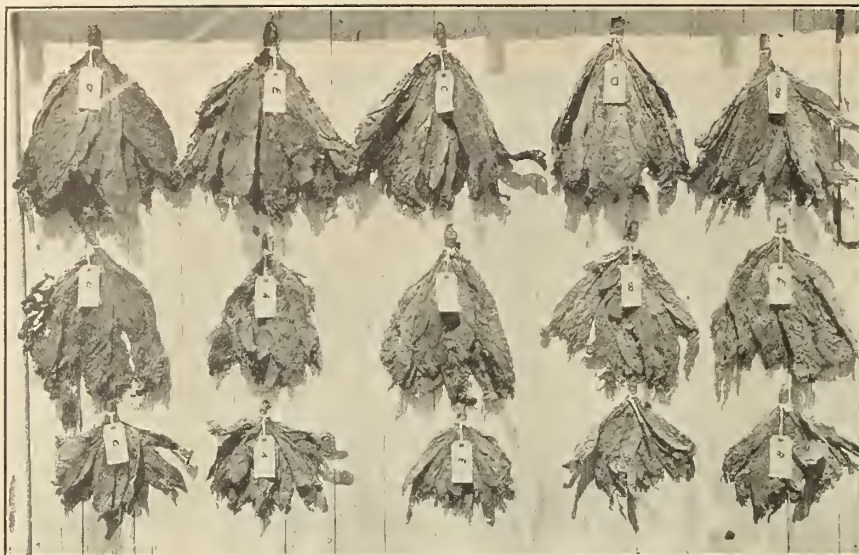
Approximately 70 per cent of the tobacco sold by the association goes to domestic buyers, including all the largest



Better facilities for curing and conditioning the tobacco are encouraged by the association as part of its program to improve the quality of the product. This tobacco barn has ventilated sides

to enforce the fulfillment of a contract by recourse to the courts, but has followed the policy that if they could not lead the tobacco farmer, they could not drive him.

The method of selling Maryland tobacco is by a bidding system, the only market where this tobacco is sold being in Baltimore. All handling and processing of the tobacco is done by the growers, as the crop is air-cured. The farmer packs his crop into hogsheads, having a net weight of approximately 650 pounds, and ships it to the warehouse in Baltimore. These hogsheads are consigned to either a commission merchant or to the Maryland Tobacco Growers' Association. They are not delivered to the sales agency, however, but to the State To-



The program of the Maryland Tobacco Growers' Association includes educational work in grading the product. The grades of tobacco were shown in an exhibit at the Marlboro Fair

cigarette manufacturers, and the remaining 30 per cent is taken by the French Government. Buyers appreciate an orderly market, where there is no rapid fluctuation in price, and where they can get large quantities.

Members of the Maryland Tobacco Growers' Association have had the benefit of the highest market prices for their tobacco. Records show an average price of 23 cents a pound since the formation of the association, compared with an average price of a little more than 7 cents prior to that time. Members have also had the advantage of up-to-date and reliable information concerning market requirements as to grades, packing, and deliveries. In addition, the cost of selling tobacco for members is 50 cents a hogshead less than is charged by any of the commission houses on the market.

Another valuable service rendered to members is the cooperative buying of fertilizer, lime, grass seed, and other miscellaneous articles. Considerable saving is realized on purchases and the growers obtain better grades of goods, since such items as fertilizer and lime are bought according to recommendations of the Maryland Extension Service.

The association has always advocated the production of high-quality tobacco and urged its members to seek and follow information available from extension workers. Thus, the closest cooperation has always existed between the extension service and both officials and membership of the association.

The Maryland Tobacco Growers' Association, in cooperation with the Maryland Extension Service, conducts each year a series of county-wide meetings, followed by community meetings at

which the latest and best information is given regarding the production and marketing of tobacco. These meetings are well attended by both members and non-members. In fact, nonmembers are strongly urged to attend, and most of the promotional work is carried on in this way.

California Trains Leaders in Parliamentary Procedure

The development of leadership through county organization training meetings has proved most satisfactory in California, where 18 counties held such meetings in 1930. Three members of the executive committee in each farm home department center and the project and local leaders attended the all-day county meeting. The program included discussions on duties of officers, committeemen, and members; what constitutes a good farm home center meeting; relationship of the organization of farm people to the extension service; care of children at meetings; the making of a community program of work; the setting of goals; and ways and means of securing reports.

Part of the program was devoted to group discussions in which was decided what the duties and function of each officer would be—the chairman, secretary, and project leader. Demonstrations of a well-conducted meeting were given, which formed the basis for discussion on parliamentary practices. As a result of these county meetings, home demonstration agents report: (1) Meetings conducted in more businesslike way, (2) more accurate information relating to the existing farm organizations, (3) self-confidence gained by center committees and project leaders, (4) members

take more responsibility, (5) better attendance at meetings, and (6) better reports.

Dairy Record Keeping Expanded

New York State is emphasizing the value of dairy records as a means of meeting the present low prices in the dairy industry under the leadership of C. G. Bradt, supervisor of dairy record clubs. It was felt that many economies in the production of milk might be brought about by production records on the herds of New York dairymen. To meet lower milk prices with lower production costs seemed a sound business principle.

The goal of 50,000 cows in record-keeping service in 1931 has already been passed with 50,426 cows now on record. This number includes all cows in advance registry, herd test, dairy herd-improvement associations, and dairy record clubs. This is an increase of 10,426 cows since February 1, 1931.

In this New York State campaign for more cows on test the dairy herd club or the "mail-order plan" has been coming to the front. Since the first of the year the number of cows enrolled in this type of record service has just doubled. The number of counties offering the dairy record club to dairymen as a part of their dairy program has increased from 21 to 44.

The dairy record club seems to be reaching many dairymen to whom the dairy herd-improvement association has no appeal for one reason or another. There are other dairymen who prefer the association. The principal thing which the extension worker is interested in is that the dairyman keep some kind of records on his herd. Since both types of service are good, the extension specialist has been explaining both and then letting the dairyman select for himself the service which meets his needs best.

By having two types of record service to offer dairymen in New York it is found that more records on dairy cows are being kept and, more important still, larger numbers of dairymen are adopting improved practices which are leading to lower production costs and more profitable herds.

Eliminating the necessity of a prospective cooperator signing his name by typing it on the return card so that all the cooperator has to do is to mail the card if he desires to participate in a project has increased the receipt of return cards from 6 per cent to 21 per cent for David Meeker, county agricultural agent in Clay County, Mo.

Forces Making Farm Life Attractive

K. L. HATCH,

Associate Director, Wisconsin Extension Service

THERE are five forces at work at the present moment to increase the attractiveness of the farm home. Here they are: (1) Power, (2) transportation, (3) leisure, (4) beauty, and (5) a steady job.

The most important thing to be done in America right now is to insure to the willing worker a steady job—a job that he can hold without fear of losing it. The one place where this is afforded with more certainty than anywhere else is the farm operated by its owner. With a roof over his head, with plenty to eat and a good place to live, a farm, right now, looks mighty attractive to him. This insurance of a steady job is the strongest single force that to-day is adding to the attractiveness of farm life.

The Transforming Force of Electric Power

The advent of power in the farm home, particularly in the form of the electric current, is an added inducement to life on the farm. With power easily obtainable in the form of the electric current, running water wherever it is needed, a bathroom in the house, a power washer, a vacuum cleaner, a mechanical refrigerator—all these and many lesser devices—become available. These certainly help to make the farm attractive.

The Influence of Good Roads

Next comes improved transportation. Good roads, passable at all seasons of the year, are being rapidly extended to rural residents. This development should and will continue. With automobile transportation over a surfaced road to every farmer's gate it is, or soon will be, easy for the farmer to go anywhere he chooses at all seasons of the year. Better roads are daily adding to the attractiveness of the farm.

Finding Time for Leisure and Recreation

The adoption of better methods, the use of machinery, and easier and quicker means of transportation enable the

farmer to do more work in less time. All these things are time savers; but what use will the farmer make of the time thus saved? He may, if he chooses, use this time for his own profit, pleasure, and recreation. Leisure should follow the introduction of improved methods and labor-saving devices. Wholesome and pleasant recreation affords the best use of leisure thus gained and makes farm life much more enjoyable.

Beauty Adds Value to the Farm

The value of the natural beauty so abundant in the country has a strong

earnestly enough he usually finds a way to get it. Incentives like these may and do lead to the adoption of farm practices that do increase the earning power of the farmer and enable him to have the things he so much wants.

Helping to Increase Farmer's Net Income

The extension work of the Wisconsin State College of Agriculture centers around efforts to increase the farmer's ability to pay for those things that make country life most attractive. His roads, his schools, his home, and his opportunity for enjoyment of the better things in life must be kept abreast of those of other occupations. If his economic position falls below that of other classes he can not take advantage of opportunities enjoyed by them. The extension service was created for the purpose of maintaining the farmer's economic, social, and educational level—a goal never to be lost sight of.

Let it be frankly admitted that this is a period of surplus crops

and low prices. It must be remembered, however, that the so-called "economic depression" has not been confined to agriculture alone, but has been felt by every other occupation throughout the entire world. Over these conditions neither the Wisconsin farmer nor the agricultural college worker has any measure of control. The problem has baffled the best brains in this and every other country.

Nearly 90 per cent of the income of Wisconsin farmers comes from the four following sources: Dairy products, cattle and calves, hogs, and poultry, of which milk constitutes by far the largest item. The farmer can improve his net income in one or more of several ways. In times of falling prices, like the one through which we are now passing, there are four ways open to the farmer who

(Continued on page 170)

The County Agricultural Agent

There are 2,100 of him in America. I see him going out on horseback in Texas counties so vast that he takes tentage and stays out four days or a week. I see him in New England town meetings, big and trig in his Sunday blue, laboriously getting over the idea that democracy is more a matter of works than of politics. Running potato demonstrations on Massachusetts fields with corner drug stores. Jumping into Illinois ditches to see if tile is properly joined. Showing Arkansas farmers how to get at the gist of market reports. Stumbling and blushing a little as he introduces a dress-form specialist to Florida farm wives. Playing handball with the boys at a county club camp in Oregon. Slipping the Michigan club youngster who likes to read his old copy of Kipling as a birthday present.

I am not a bit ashamed that for a number of years I took the Government's money as one of the 1,200 "subject-matter specialists" who help get him the facts and back him up.

—Russell Lord in *Men of Earth*.

appeal to every normal man and woman. No other place can be made quite so beautiful as a country home. Beauty is the cheapest and most attractive possibility of the countryside. Trees, shrubs, and flowers enhance the value of the rural home and make life in the country highly desirable.

Ability to Pay Essential

Power, transportation, leisure, beauty and a steady job—all these may be had on any American farm when and where the ability to pay for them permits. Even with their restricted purchasing power during the past few years farmers have been acquiring these things at a rapid rate. The desire for good roads, electric power, leisure, and recreation, and a more artistic farm home has often developed the ability to pay for these things. If one really wants something

Improvement Cutting in Pennsylvania Farm Woodlands

THE value of better farm woodlands has been brought home to many Pennsylvania farmers in eight counties during the past five years with an intensive and specialized campaign described by F. T. Murphy, State extension forester. The entire plan was aimed to create a desire for information in woodland management among owners. It was realized that constructive, sustained efforts in woodland management lacked the appeal of such enterprises as planting trees and must therefore be presented to the farmers more skillfully to obtain the action desired.

The counties to carry on the campaign were chosen with care not only because of the need for better woodlands but also because of the diversified uses and markets for rough timber in the locality. Only the most favorably located counties were considered and those in which sufficient preliminary demonstration work had been given so that the subject was not entirely new to the woodland owners. Beginning with two counties in 1926, the work has been extended to include eight counties in all.

The program was continued in each county for three consecutive years, after which a rather rapid tapering off of the volume of work was permitted. Beginning in August of each year, after getting the project approved by the executive committee of the county agricultural extension association, a detailed plan was drawn up designating the time

and character of all work. A gradual increase in intensity culminated with the field demonstration meetings (usually November or December). After the demonstrations a fairly rapid decline in activity was scheduled, practically closing all action by early spring.



Henry Gumble is satisfied with his improved woodland in Pike County, where W. H. Davis is county agricultural agent

All of the familiar aids were used in creating interest. A series of four to six letters on colored paper with special printed headings was sent out to a selected mailing list.

Enrollment cards, on which farmers could indicate an intention to improve their woods, were put into the hands of all those on the mailing list. In practically every county where the program of work was put on the first year from 50 to 100 farmers signed up to improve a portion of their woods. Perhaps 75 per cent carried out their plans as indicated on the cards. Others not signing up gleaned enough information from circular letters and other subject-matter aids to do a very satisfactory job in their woods.

Second-year results showed almost a 100 per cent increase in those signing up or following the lessons brought out in the project. Many of these were substantial farmers, not easily changed to new practices, who were willing to start on the project after a year to think it over.

Third-year results, as a rule, showed small increase in enrollment, but have proved very much worth while in keeping up the enthusiasm of those enrolled.

The returns from improvement cuttings in the counties have varied considerably. There are those who realized as much as \$100 per acre gross return for their thinning operations. Others made only a labor return.

One fact which has been emphasized by the campaign, observed Mr. Murphy,

is the futility of anything which conflicts with economic conditions and practices. For instance, a farmer can not be induced to take out weed trees and use them for fuel, when he burns cheap gas or coal. Drastic changes in cutting methods were often necessary to meet such conditions. In one place an effort was made to get farmers to thin out young dense stands of white pine. A few began but were quickly discouraged. To overcome this a delay in cutting operations until the largest trees could be sawed into lumber was advised. At that time a return of \$10 to \$50 per acre could be obtained with a benefit to the woods at the same time.

Forces Making Farm Life Attractive

(Continued from page 169)

would improve his net income: (1) He can market his goods more efficiently and thus secure for himself a larger share of the consumer's dollar; (2) he can produce quality goods which sell at a better price; (3) he can produce more economically—in other words, he can cut his costs of production; (4) he can adopt a better system of farm management.

If he does any or all of these things, he strengthens, I believe, his ability to pay for life's satisfactions and at the same time increases his opportunity for the enjoyment of leisure.

Nine women in attendance at farmers' week at the College of Agriculture of the University of Arkansas, claimed the distinction of having belonged to a home demonstration club for the greatest number of years. These women all began

their club work as soon as home demonstration work was organized in their county and have been active ever since, many of them dating as far back as 1915 and 1916 when canning demonstrations were conducted in the counties.

Seven of the eight children in the Getz family of Carbon County, Pa., are 4-H club members and last year four of the brothers each produced more than 400 bushels of potatoes per acre.

Poultry Pays for Home Improvements



The McVoy home after improvement and the boys' room



AFTER carefully weighing the possibilities for extending the home demonstration program in Alachua County, Fla., Mrs. Grace F. Warren, home demonstration agent, decided that the women would have to be able to make more money before they could have more satisfying rural homes. She therefore brought the matter up at a meeting of the senior council, and it was decided to coordinate the poultry and home improvement program. This was several years ago, and now the results can be seen by anyone throughout Alachua County.

One good example of the success of the combination is the really beautiful and attractive home of Mrs. E. C. McVoy, made possible by her flock of from 1,000 to 1,500 fine chickens. She has an attractive roadside sign which results in numerous sales at the door, and she also supplies private homes and boarding houses in Gainesville with eggs, broilers, and fryers. She has built up considerable trade in this way.

The improvements on her house have been made gradually, as that is the way

poultry money comes in. First, running water, a bathroom, and a home light plant were obtained, and two screened sleeping porches and a small screened front porch were built. The house was sealed with beaver board, closets and shelves were built, and old ones were repaired. The next summer a larger front porch was added, the living room was remodeled, and the sleeping porches were inclosed with windows. The two older McVoy boys did most of the work, but were aided and encouraged by Mrs. McVoy and the youngest son. The next summer the boys built themselves "bachelor quarters" of study, sleeping porch, and bath, and "We are not through yet," declare the McVoys.

Ten home demonstration club women in Alachua County are hatching and selling baby chicks to make money for home improvement. Some of the things these women have been able to do with poultry money in one year are: Remodel an old room into a completely equipped bath room; buy and install a sink and two drain boards, build in a china closet, and buy two congoleum rugs; a third woman had new ceilings put in the living room and the front porch; a fourth woman bought an Axminster rug for the living room; and others reported buying a kitchen cabinet, a refrigerator, and a good radio to make the home more convenient and attractive.

Maine Dish-Washing Demonstration

A systematic time saving, and sanitary method of washing dishes is being demonstrated to their neighbors this year by almost 400 women in nine Maine counties. The method includes scraping and stacking the dishes on the right-hand side of the sink, working from right to left, and instead of wiping the dishes, drying them by draining after pouring boiling-hot water over them.

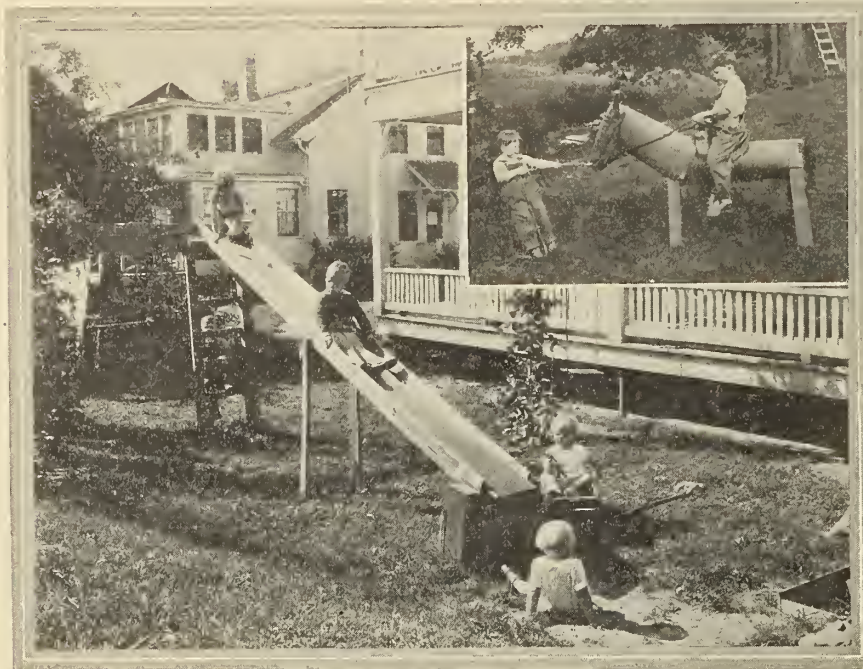
In the morning of a mid-day meeting, the county home demonstration agent

shows a film strip on properly and efficiently washing dishes under the different conditions which are found in two Maine homes. One home has very simple equipment, in fact below the average, and the other has modern equipment. After the noon meal is served at the meeting, the agent gives a demonstration by slowly washing the dishes used by five people and giving the reasons for each movement which she makes. After this, the remainder of the dishes are washed by volunteers using the same method. As the final step, the women present are asked to enroll as demon-

strators to teach the system to their neighbors. This project was developed by Edna M. Cobb, Maine home management specialist.

At the annual short course held at the North Carolina State College in August 263 boys and 316 girls, representing 53 counties, were given training in subject matter, recreation, and other subjects pertaining to 4-H club work. In addition to the 4-H club members, 42 agricultural and home demonstration agents and club leaders attended the short course.

Child Development Program in Massachusetts



These playthings, to delight the heart of any child, were made at home as the result of work in child-development groups

TWO years of child-development and parent-education work in Massachusetts have shown steady progress in the increased attendance at meetings, the response to problems discussed showing that many of the mothers have already put into practice the ideas suggested, and in the increasing demands for a continuation of the study.

In the beginning, Mrs. Ruth D. Morley, specialist in child development and parent education, conducted one group meeting in each county. In counties that were not planning to carry the project extensively for a year or two, community groups were organized. Counties looking forward to a larger program in the immediate future adopted the plan of having one or more district or county groups which were called "representative groups" to distinguish them from community or leader groups. These representative groups were composed of one or two key women from each community who were to act as interpreters of the project and as possible leaders of the project later.

Fortunately, the women chosen as group leaders have been of a type to inspire confidence and have presented the work in a very satisfactory manner. The number of these leader groups varied in different counties from 7 to

25, depending upon the interest shown by the women in the county and the size of the program that the agent felt able to carry. The largest enrollment in any county was less than 350 since it has been the policy to allow the project to develop slowly rather than to strive for sensational growth.

A new departure in one county for the coming year will be to give new leaders a preliminary course of three meetings before they are given the responsibility of conducting a meeting themselves. As a means of following up the work with interested former group members, a county-wide meeting is being planned for fall and spring to discuss new developments, new books, and special problems.

Club Work Declares a Dividend

Club work is producing its own most effective leaders according to a study made in Kansas by C. R. Jaccard, district agent, and M. H. Coe, State club leader, which included 555 leaders in 53 counties.

Former 4-H club members compose 15 per cent of those now leading 4-H clubs and are proving to be most successful. The ideal type of leadership seemed to be a combination of adult judgment with

Middlesex County plans to combine the child development, nutrition, and clothing work next year into one project "The Child in the Home." This project will take up the following subjects:

1. Understanding the child.
2. Living with the child.
3. Adapting the home to the child (play and play materials).
4. Child feeding.
5. Children's clothing.
6. Family cooperation.

The discussion which has seemed the most popular in these groups is that dealing with family cooperation. In presenting this subject, a series of seven simple problems which involved underlying principles was distributed to members of the group. Discussion groups of two to four members were formed. A limited time was allowed for discussion of each case by each woman in the small discussion group and the conclusion of each committee was then reported to the assembled groups and open discussion followed. As a means of summarizing the desirability of a family council, a large wall chart proved very helpful.

A great deal of stress has been placed on the need for play space and suitable equipment. Homemade playthings which have given the added interest and satisfaction of building something together have been successfully made.

One of the outstanding features of the group meetings has been the large number of young mothers present. Getting the young mothers to attend always presents many difficulties, and these have been overcome in different ways. In some localities arrangements are made to care for children at the meetings; in other communities the leaders have made personal visits to mothers who have been unable to attend meetings, and sometimes have given them definite assistance which has enabled them to get to some later meetings. A series of letters to mothers was sent out each month by different specialists. Much of this work has been done with foreign mothers.

the enthusiasm of junior leaders who have had club experience. The clubs with junior assistant leaders scored highest on every count and averaged 24 completions out of an average enrollment of 29.3 and an average club score of 106.5. The clubs under junior leadership alone scored next highest in this survey with an average club score of 68.5.

The farmer or farmer's wife who assumes club leadership largely because

of interest in club folks has done a wonderful work in developing these junior leaders.

Another interesting fact brought out is that community clubs scored about twice as high as project clubs.

Each club was graded on the following activities: Enrollment, completions, State and local exhibits, prizes and trips, demonstration teams, judging teams, and attendance at State round-up and at local camps. The leaders in this Kansas survey composed four general types: General farmers and farmers' wives, teachers and other professional people, breeders of purebred livestock, and merchants of small towns. Junior leaders were included since many of them are married, teaching, or in other ways come under the above classification. Later the junior leaders were separated to compare them with the other leaders.

Organized Discussion as a Teaching Method

Organized discussion of a specific problem is being used satisfactorily as a means of giving women instruction in clothing by local leaders, reports Edna R. Gray, Illinois clothing specialist. Miss Gray finds this system effective because the women reason things out for themselves and apply the same procedure to other problems. Taking part in the discussion she finds gives them confidence in themselves and stimulates their interest.

In conducting a meeting by this plan some clothing problem is suggested for the women to solve. They are given time to consider and discuss it, and then the specialist, county home demonstration agent, or local leader presents such helpful information as she may have.

A study of the selection of sheets begins with giving the women sheets made out of different materials and asking them which they would buy and why. Then the women are helped to spin a little yarn, told how weaving is done, shown weaves under magnifying glasses, and told of the characteristics of different fibers. At the end of the meeting each woman can make an intelligent selection of sheets for her needs and purse, knows why she prefers each one, and has enjoyed her day.

Churchill County, Nev., recently organized a county 4-H club council to coordinate the work of the 4-H club leaders in the county, make plans for county-wide events, and select the representatives of the county for state-wide events.

A Dairy County in the Making

AFTER the eradication of the Texas fever tick in Marion County, Miss., in the spring of 1928, County Agent R. M. Coman saw the possibility of a successful dairy county and inaugurated his program of better pastures, the production of abundant feed crops, and the introduction of purebred Jerseys.

One of the progressive farmers was first persuaded to add a few good cows to his farming system, and with the help of the county agent, selected a carload of registered and high-grade Jersey cows and heifers, a number of which were sold throughout the county.

In November, 1928, a meeting of farmers was held to discuss the possibilities of a successful dairy industry. The extension dairy specialist emphasized the need of high-class, production-bred bulls with such good results that it was unanimously decided to purchase four bulls of good breeding and from dams with records of at least 500 pounds of butterfat at maturity. The purchasing committee spent considerable time and thought in selecting four bulls of excellent records and at the same time shipped in a carload of Jersey females. Eight of these heifers and two calves from dams purchased in this shipment were the beginning of the Marion County 4-H Calf Club.

The calf club has been one of the best methods of creating interest in dairying. The members meet regularly and are instructed by the county agent and extension dairy specialist in the judging, care, and management of dairy animals. The

first year of the club, 1929, the club members won 32 ribbons and \$333 in prizes at the Mississippi-Alabama and Mississippi State Fairs, and one of the members was chosen champion calf-club member.

The calf club aroused a great deal of interest among both the young people and their parents, and the second year 22 members enrolled with 25 registered Jerseys. Again the club made a fine record with an undefeated county group and two undefeated individuals, although showing against strong competition at the Mid-South Fair, at Memphis, the Mississippi Fair and Dairy Association Show, and the Mississippi State Fair. Again one of the club boys was selected State champion, and Marion County began to win a reputation as a dairy county.

This year the calf club has 28 members, with 49 registered Jerseys. Three club heifers were selected as members of the State herd of eight animals to represent Mississippi at the Regional Jersey Show and National Dairy Show. Club animals are the foundations of high-class herds. The club members are trained through actual experience to feed, manage, and show high-class animals. One boy is now delivering retail milk from his herd. Adults are developing herds from the offspring of the four splendid bulls. Other bulls of still greater promise have been obtained. Pastures and feed crops abound. Marion County is moving forward with its dairy program.



This Marion County (Miss.) 4-H calf club group was undefeated at four 1930 fairs, including the Mid-South Fair and Mississippi State Fair

South Carolina Considers Fertilizers



A 2-year soil-building rotation demonstration, showing the check plot where phosphorus and potash were applied but no cover crop had been grown, and on the right the plot where a cover crop had been grown and fertilizer applied

THE use of commercial fertilizer in South Carolina is almost universal. Nearly all of the 158,000 farmers in the State use fertilizer in some form. The average annual tonnage is 4.9 tons per farm, representing an approximate expenditure of \$125 for each farm. The problem is not the use of more fertilizer but the economical and efficient use of fertilizer. When 30 per cent of the value of a State's main money crop is spent in buying fertilizer it would seem, says R. W. Hamilton, extension agronomist, that it is time to make some effort to reduce this item and make profitable selling easier.

In making a survey of the situation, it was found that much publicity had been given to the fact that additional fertilizer gives increased yields, but little study had been given to the possibility that these same yields might have been obtained with less fertilizer or greater yields with the same fertilizer by following farm practices that would improve the natural soil conditions.

The South Carolina Extension Service has been awake to this condition for years and had advocated the use of cover crops and animal manures, but such a program and method seemed to make little headway with the farmers, while the use of commercial fertilizers increased. This condition prevailed until five years ago, when the extension service initiated a definite program on the economical buying and efficient use of fertilizers which is now giving practical results.

The first step in the program was to establish two or more cooperative 2-year soil-building rotation demonstrations of 5 acres each, in each county. In addition to these actual field demonstrations the county agents arranged for fertilizer

meetings during January, February, and March. Generally both the county agent and the specialist were present at these meetings to discuss soil needs and conditions, plant nutrition, and the whole question of buying and using fertilizer. Methods of community organization for cooperative buying were also explained. The specialist personally has attended from 60 to 100 of these meetings each spring while district agents and county agents hold others.

One of the most successful features of the program has been the cooperative buying of fertilizer materials. An example of this phase of the work will give a better idea of how the plan worked. Abbeville County started cooperative buying first as separate community projects following a series of meetings held by the county agent. The agent explained the necessity and advantages of cooperative buying and home mixing and outlined the method of organization. The community selected a purchasing committee consisting of three or five men to receive the orders of interested farmers. The total tonnage of each material was arrived at and bids requested from a large number of dealers, brokers, manufacturers, and importers. Bids were publicly opened and the most advantageous ones accepted.

The second year in Abbeville County the success of this plan was so evident that the various community purchasing committees organized a single purchasing committee for the entire county. Bids have been received on as much as 6,000 tons of materials and a saving of from \$6 to \$9 per ton of mixture has been made.

It is interesting to note, says Mr. Hamilton, the average price per ton of fertilizer used on cotton as given in the

1931 Yearbook of the United States Department of Agriculture.

State	Average price of fertilizer per ton			
	1927	1928	1929	1930
North Carolina.....	\$24.00	\$29.00	\$28.00	\$28.00
South Carolina.....	22.00	27.30	26.90	26.00
Georgia.....	23.00	29.70	29.40	29.20

The entire table in the Yearbook shows that South Carolina is paying less per ton for cotton fertilizer than any other cotton-producing State. The active campaign in South Carolina to cut down the largest single item in the cost of production, Mr. Hamilton feels, has certainly had its part in this result.

Growing Cossack Alfalfa Interests Wyoming Dry-Land Farmers

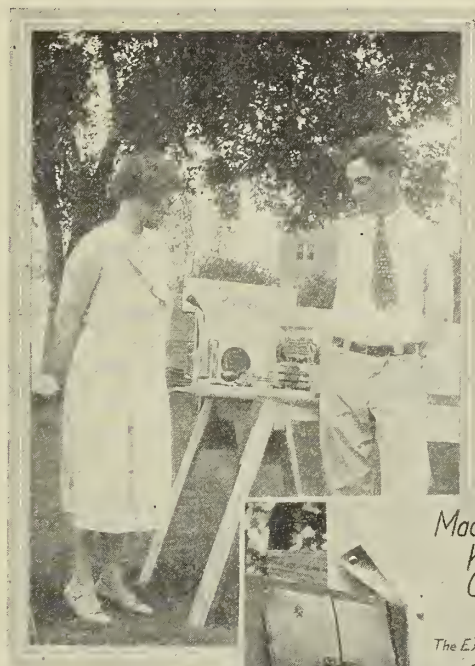
Discovering a farmer who was getting excellent results even in dry years by wider spacing of alfalfa, G. G. Clark, county agent of Campbell County, Wyo., and D. R. Sabin, State extension agronomist, decided to use the farm as a demonstration for influencing the practices of other farmers. A tour was organized in 1930 and another in 1931. At the latter gathering more than 125 were present, with many farmers driving more than 100 miles to attend the meeting. Many farmers are already using the wider spacing and more will adopt the system at their earliest opportunity because of the attention focused by the extension service on an improved practice worked out by a successful local farmer.

Agents Compete in Exhibits Contest

A MINIATURE extension exhibit contest held in connection with the annual agents' meeting last summer in Texas brought forth 43 booths set up by county and home demonstration agents to portray the progress and results of particular lines of demonstrations in their home counties. A joint exhibit of the "extension way of killing and curing pork to fill the meat requirements of the 4-H pantries" won first place in the contest which was decided by ballots for first, second, and third choices, with only extension workers allowed to ballot. Madge Wagner and Knox Parr, agents in Knox County, won first. Ribbons were given the high 10 in the balloting.

Other winning exhibits showed the spread of self feeders for hogs, types of sanitary toilets and the extent to which they had been built in the county, how a farm living room had been improved, changes wrought by girls' bedroom improvement, the extent of manufacture and sale of American cheese by home demonstration club women, the building of 26 modern poultry houses as the result of one demonstration, what modern meat-curing methods had meant to the people of one county, and how the butchering and canning of 300 beeves in a county had filled hundreds of farm pantries with cheap meat.

The contest was an innovation, and judging by the crowds of agents who spent time studying the booths, the heavy vote, and the lively demand for photographs of the best exhibits, the experiment was highly successful. As explained by the extension editors who had the contest in charge, the object was to focus attention on the county and community fair exhibit as an effective means of reaching the public with graphic stories of the results of demonstration



The extension way of killing and curing pork to fill the 4-H pantry was the winning exhibit in the miniature exhibit contest. This exhibit booth, 24 inches wide in front, 15 inches wide in rear, and 12 inches high, was prepared by Madge Wagner, county home demonstration agent, and Knox Parr, county agricultural agent of Garza County.

The exhibit was realistic to the point of having smoke curl up from the family pork barrel



selves with strictly educational booths that gave ideas but no indication of the extent of their acceptance and use. The most common fault noted was the inclusion of too many words in legends or so many objects that attention was diverted from the main theme.

There were 25 exhibits by home demonstration agents, 16 by county agents, and 2 joint exhibits by both agents. The booths were made of gray beaver-board walls resting on lumber and beaver-board floors supported by saw horses, and placed in the lobbies

work. Plain educational exhibits were frowned upon as lacking in the punch that comes from the addition of the portrayal of progress in the spread of ideas. Most of the contestants followed this lead, although some contented them-

of Guion Hall on the campus of Texas Agricultural and Mechanical College at College Station. The booths measured 24 inches wide in front, 15 inches in the rear, 12 inches deep, and 12 inches high.

North Country Products Have Good Sale

Marketing home products typical of the north country in which they are made is proving profitable in Marquette County, Mich., according to the home demonstration agent, Dorothy Coburn.

Among the best sellers are the balsam pillows made in three sizes of natural monk's cloth with a conventional design cross-stitched in green. They are filled with a standard amount of needles from the balsam tree. The inner muslin container allows for refilling when the fragrance is lost. These make an attractive

souvenir of the north country and 135 were sold during the 1930 tourist season.

Finnish woven rugs of an unusual design are also popular and beautiful.

"Our aim," says Miss Coburn, "is to keep the 'home quality' so that their appeal is unique and to provide quality at a cost within the reach of the average tourist at the same time returning a fair wage to our workers."

Canning Bulletin in Spanish

A new bulletin on canning has been prepared for the use of the Spanish-American women and girls of New

Mexico who are in the home demonstration and 4-H clubs. The bulletin was prepared by Fabiola C. de Baca, district home demonstration agent in New Mexico and is written entirely in Spanish.

Anna Swenston is the 16-year old editor of the Roberts County Club Pep, a 4-H club paper which is published by and for the 4-H club members of Roberts County, S. Dak. The paper is financed by advertisements and 300 subscribers, who each pay 25 cents a year for the paper. Miss Swenston gives full credit for the success of the paper to the staff of reporters scattered over the county.

Aids Farmers to Combat Horse Parasites

Local campaigns to control bots, stomach worms, and large intestinal roundworms of horses are being sponsored by Dr. E. M. Nighbert, extension veterinarian, and Fred D. Butcher, entomologist of the U. S. Department of Agriculture. These specialists point out that the winter months are an especially opportune time to rid horses of these injurious pests.

The recommended procedure in planning this work and in treating horses successfully is described in a mimeographed statement just issued by the department. It is being distributed to county agents, other extension workers, and veterinarians, as well as to horse owners who have requested assistance in dealing with this troublesome problem. Copies of the statement, entitled "Control of Bots, Stomach Worms, and Large Intestinal Roundworms of Horses," may be obtained on application to the zoological division, Bureau of Animal Industry, United States Department of Agriculture.

4-H club week, which was celebrated at State College, Pa., during the week of August 10-15, had an attendance of 1,187 folks. Seventy-seven delegates from 28 counties attended the leadership school which opened Monday. Fifty-seven counties sent representatives either to the leadership school or to club week which formally opened on Wednesday.

Model Home Playground

A home-equipped playground was prepared and used to illustrate family recreation at farm women's week at the Michigan State College this year. The equipment recommended consisted of a rope swing, a light ladder, three planks of assorted lengths and widths (one side of the longest plank was waxed for sliding), large wooden blocks, 12 feet of rope,

a hammer, a wagon, a shovel, a washtub, five wooden boxes of assorted sizes, and a sand box of waterproof canvas swung in a wooden frame. This type of sand box can be moved indoors or it may be used as a wading pool. The total cost of material used was \$17.10.

The chamber of commerce in Saline County, Mo., arranged a tour of the livestock work which the local 4-H club boys and vocational agricultural students are doing, and brought 46 business men into contact with this type of extension work.

4-H Music Test

THE 1931-32 national 4-H music achievement test will begin with the National 4-H club radio program on Saturday, December 5, 1931, and end with the radio program on Saturday, July 2, 1932.

The central theme for this year's music achievement test will be "learning to know America's music." The topics for the several broadcasts will be America's Indian music, December 5; America's Negro spirituals and songs, January 2; America's patriotic music, February 6; America's hymns and religious songs, March 5; America's country dances, April 2; America's favorite songs, May 7; America's favorite composers, June 4; and final national 4-H club music achievement test, July 2. The last program of the series will include an identification test. 4-H club folks will again be honored by having the United States Marine Band play for the 1931-32 music achievement test. Annotations relative to the compositions or composers will be prepared and broadcast by R. A. Turner, field agent, Central States. Copies of these annotations will be sent to

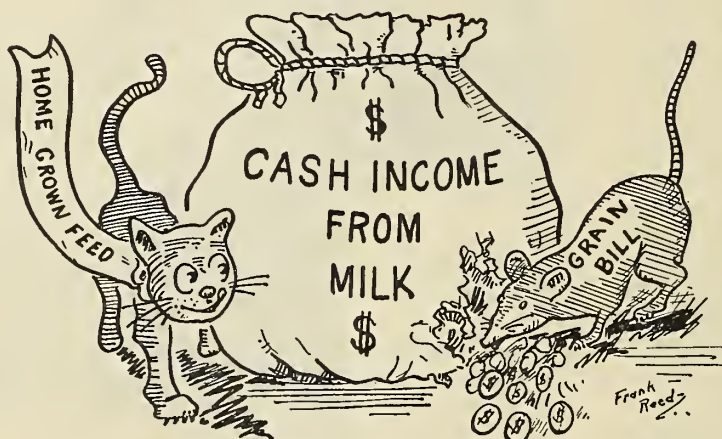
all State club leaders and to others specifically requesting them.

The national 4-H club radio programs, "Always on the first Saturday of each month," are broadcast over the National Broadcasting Co.'s chain of stations, during the national farm and home hour, 12.30-1.30 eastern standard time; 11.30-12.30 central standard time; 10.30-11.30 mountain standard time, and 9.30-10.30 Pacific standard time.

Any State, any county, or any local 4-H club may coordinate its musical program for the year with the 1931-32 national 4-H music achievement test.

The county extension agents have the information relative to the musical compositions to be used during the year, or, this list may be had by requesting from the Office of Cooperative Extension Work, United States Department of Agriculture, Washington, D. C.

ANOTHER RAT CAMPAIGN



Mats of this cartoon to support the New Hampshire dairy extension program were sent to newspapers in the State during a state-wide campaign for reduced production costs. The cartoon was adapted from one entitled "\$200,000,000 Destroyed Every Year by Rats," used by the department in rat-control campaigns

EXTENSION SERVICE REVIEW

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· ACROSS · THE · EDITOR'S · DESK ·

What Does It Cost?

WHAT does it cost a county to maintain an extension service? A good deal of thought, all down the line, is being put on the answer to this question at the present moment. Murl McDonald, assistant director of the Iowa Extension Service, sends in some interesting data on how the tax dollar in a county is expended. According to his figures, the cost of maintaining an extension service in an Iowa county is less than one-third of 1 cent out of each dollar paid in taxes. In terms of the individual family and farm, it costs 63 cents per family and 83 cents per farm. It is, also, he notes, the equivalent of one-fifth of the insane fund of a county and one-eighth of the poor tax.

Doubtless the same modest cost to the county of maintaining an extension service is true in other States. As adjustments continue to be made in county budgets, however, it is evident that the continuance of the work in any county is going to depend very largely on the record that the extension service in that county has made for itself.

Whether the cost of maintaining a service is much or little weighs much less apparently than whether in public opinion the service is vital to the revival of profitable business conditions and to the increase of farm incomes or the development of new sources of income. The measuring stick that is being applied to the extension agent at this time appears to be more and more that of whether or not his service is aiding enough farmers to pay their way out of present financial difficulties to justify his employment.

That Sabbatical Leave

A YEAR ago the department advised State directors of extension that it would give consideration to applications for sabbatical leave for extension workers where cooperative extension funds were involved. In this first year 26 applications were approved. Of these, 14 were made by county extension agents. Ten States were represented. The length of leave ranged from one and one-half months to a year. Certainly, no wild rush for more knowledge is indicated here. Yet, on second thought, I wonder if the showing is not excellent after all. This year, and last, have hardly been a time for leaving one's post of duty. What, with droughts, low prices, and close economies in so many counties, it would have been rather surprising if many extension men and women had found it advisable to take such leave even though it might be due them. Still it is a matter which none of us can well let wait indefinitely. What additional training may mean to us in the way of larger opportunities is a matter, I think, which each of us has to weigh and to act on in the not too distant future. Time flies.

He Wants To Know

ACROSS his desk, John Inskeep of Oregon City, county agent for Clackamas County, Oreg., told the editor of the REVIEW some things. It was a warm afternoon in last August but the heat wasn't bothering me at all as John proceeded. He spoke straight from the shoulder. "What interests us county agents," said John, "is what other agents are doing and thinking. That's the stuff we want. We are the boys that are looking appropriating boards and the public in the face right now. When one of us in Illinois or Alabama or anywhere else does a piece of work well, we'd like to know what he did and how he did it. Furthermore, we'd like to see what the other fellow looks like. Run his picture in the REVIEW. Let us see what kind of a fellow he is."

John Inskeep is right. The search is on for more stories of extension jobs done in the counties that are worth knowing about. And, remember, we want to see what you look like.

They Go To The People

NORTH CAROLINA is taking a new way to win the support of its people to its balanced farming program for 1932. The annual extension conference will not be held. In its place, Director Schaub is arranging for a series of 10 sectional conferences to be held in December and January. Leading farmers and business men of each section are being invited to these conferences. Together with the county extension agents of the section and representatives from State headquarters, they will discuss the situation and work out the program that seems best to suit their needs. I take it that we will all watch with keen interest this plan for getting the extension forces and the people unitedly at work on a sound localized program. It may even mean that we have reached a time in some instances, at least, when the ends of an annual conference will be better served by holding in its place a series of sectional conferences such as Director Schaub proposes.

He Pictures The County Agent

RUSSELL LORD, in his new book, *Men of Earth*, gives us a series of striking pen pictures of the county extension agent. They are pictures that put heart in you. They quicken the pulse and stir fires of enthusiasm and ambition that you may have thought dead from the practical grind of the years. They bring out in clear relief the practicalities as well as the ideals of extension work.

Men of Earth deals with the many types of farmers that make up the moving panorama of agricultural progress. You'll find them all, from the east, north, south, and west—very human men and women, each working out his portion of the farm problem. You'll not agree with everything that Lord says about extension work and the farm situation. You'll probably want to argue some of his contentions with him. He'll not object to that, I know. That's what he wrote the book for—to stir up thought and yet more thought on the business of agriculture and what can be done about it.

R. B.

CAN you use expert information in simplified form on any of the following subjects:

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Write to the Department through your State extension director.



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